Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 AMMAN 02578 191230Z
ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 SP-02 USIA-15 AID-05 NSC-05
TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00
COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06
LAB-04 SIL-01 L-03 /099 W
----------057023 191650Z /40
R 191108Z MAR 78
FM AMEMBASSY AMMAN
TO SECSTATE WASHDC 5473

UNCLAS AMMAN 2578

E.O. 11652: N/A
TAGS: EFIN, XMB, JO
SUBJECT: POSITIVE POSTURE OF EXPORT-IMPORT BANK

REF: A) STATE 070331, B) STATE 36829,
C) STATE 43712

1. WE APPLAUD NEW POSTURE POSTURE TO BE ASSUMED BY
EXPORT-IMPORT BANK REGARDING EXPORT FINANCINGM OVER
RECENT YEARS, WE HAVE SEEN INCREASING RECOURSE BY
JORDANIANS TO NON-AMERICAN SOURCES OF SUPPLY DESPITE
EXISTING BIAS TOWARD S PROCUREMENT OF US GOODS AND SERVCES.
ON MANY OCCASIONS, RELUCTANT DECISION OF JJORDANIANS FOR
NON-US PROCUREMENT HAS BEEN DETERMINED BY CREDIT TERMS
MADE AVAILABLE BY FOREIGN EXPORT PROMOTION INSTITUTIONS.
FOR EXAMPLE, EXIM FINANCIAL TERMS REF B) COMPARED TO
THOSE ECGD DESCRIBED REF C) FOR MAJOR JORDANIAN TELE-C
COMMUNICATIONS PROJECT IS MOST RECENT DOCUMENTED CASE.
WE ARE ALSO TOLD LOALLY THAT OTHER COMPETITORS
FOR THIS PROJECT ARE BEING SIMILARY SUPPORTED BY
THEIR OWN EXPORT PROMOTION INSITUTIONS. TOTAL
OFFSHORE PROCUREMENT FOR THIS PROJECT MAY RUN TO
60 MILLION DOLLARS. IN NUMBER OF OTHER CASES
MISSION EFFORTS TO PROMOTE US EXPORTS HAVE BEEN
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 AMMAN 02578 191230Z

FRUSTRATED BY MATTER OF CREDIT . FOR GOOD CUSTOMERS,
EVEN LOCAL COMMERICAL BANKS OFFER MORE FAORABLE
TERMS THAN EXIM, AND FOREIGN GOVER/NMENT INSTITUTIONS
MORE FAVORABLE THAN LOCAL BANKS.

2. MISSION WILL BE PLEASED TO GIVE NEW EXIM
INITIATIVES WIDE PUBLICITY AND WORK TOWARD REVIERSING

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

TREND TOWARDS NON-US PROCUREMENT THAT IS DETEMINED
BY CONSIDERATIONS OF AVAILABLE CREDIT TERMS . IN
THIS REGARD, WE WOULD APPRECIATE BEING FULLY INFORMED
AS NEW POSITIVE APPROACH IS IMPLEMENTED WITH
SPECIFIC MEASURES.
SUDDARTH

UNCLASSIFIED

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: POLICIES, LOANS, BANKS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978AMMAN02578
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780122-0014
Format: TEL
From: AMMAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780350/aaaabqeh.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 78917cc4-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 70331, 78 STATE 36829
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3279244
Secure: OPEN
Status: NATIVE
Subject: POSITIVE POSTURE OF EXPORT-IMPORT BANK
TAGS: EFIN, JO, XMB
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/78917cc4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014